



Form CRS – Client Relationship Summary

April 30, 2020

Trustmont Financial Group, Inc. is registered as a broker-dealer with the Financial Industry Regulatory Authority (FINRA). Trustmont Advisory Group, Inc. is registered with the U.S. Securities and Exchange Commission (SEC). Trustmont Financial Group and Trustmont Advisory Group are managed by the same individuals.

Trustmont Financial Group, Inc. is a member of the Securities Investor Protection Corporation.

Depending on your needs and investment objectives, we can provide you with services in a brokerage account, investment advisory account, or both at the same time. This document gives you a summary of the types of services we provide and how you pay. Please ask us for more information. There are some suggested questions on page 4.

**Relationships and Services**

<p><b><i>Broker-Dealer Services</i></b> <b>Brokerage Accounts</b></p>	<p><b><i>Investment Adviser Services</i></b> <b>Advisory Accounts</b></p>
<ul style="list-style-type: none"> <li>• If you open a brokerage account, you will pay us a transaction-based fee, generally referred to as a commission, every time you buy or sell an investment.</li> <li>• You may select investments or we may recommend investments for your account, but the ultimate investment decision for your investment strategy and the purchase or sale of investments will be yours. All Trustmont Financial Group brokerage accounts are non-discretionary which means we must obtain your consent prior to placing any trade in your account.</li> <li>• Once a brokerage transaction is complete, we have no further duty to monitor your account or any position in your account. You may always contact your Trustmont Financial Group representative to discuss any security of interest to you, and your Trustmont Financial Group representative may contact you to discuss or recommend a security, but these conversations do not</li> </ul>	<ul style="list-style-type: none"> <li>• If you open an advisory account, you will pay an on-going asset-based fee for our services.</li> <li>• We will offer you advice on a regular basis. We will discuss your investment goals, design with you a strategy to achieve your investment goals, and regularly monitor your account. We will perform a full review of your account at least annually and contact you to discuss your portfolio.</li> <li>• A Trustmont Advisory account relationship grants discretionary authority to your advisor to buy and sell securities in your account when your advisor determines it necessary, without being required to obtain your advance consent for any trade.</li> </ul>

<p>create an obligation to monitor any position in your account.</p> <ul style="list-style-type: none"> <li>We offer securities traded on the major stock exchanges, as well as bonds, variable annuities, and mutual funds. We occasionally offer less common investments intended for specialized client needs. Please ask us for more information on investments you'd like to know more about.</li> </ul>	<ul style="list-style-type: none"> <li>We offer securities traded on the major stock exchanges, as well as bonds, options and mutual funds.</li> </ul>
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### Fees and Costs

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please ask your financial professional to give you personalized information on the fees and costs that you will pay.

<b>Broker-Dealer Services Brokerage Accounts</b>	<b>Investment Adviser Services Advisory Accounts</b>
<ul style="list-style-type: none"> <li>You will pay us a fee every time you buy or sell an investment. This fee, commonly referred to as a commission, is based on the specific transaction and not the value of your account.</li> </ul> <p>With stocks or exchange-traded funds, this fee is usually a separate commission. With other investments, such as bonds, this fee might be part of the price you pay for the investment (called a “<b>mark-up</b>” or <b>mark-down</b>”). With mutual funds, this fee (typically called a “<b>load</b>”) reduces the value of your investment.</p> <ul style="list-style-type: none"> <li>Some investments (such as mutual funds and variable annuities) impose additional fees that will reduce the value of your investment over time. Also, with certain investments such as variable annuities, you may have to pay fees such as “<b>surrender charges</b>” to sell the investment.</li> <li>Our fees vary and are negotiable. The amount you pay will depend, for example, on how much you buy or sell, what type of investment you buy or sell,</li> </ul>	<ul style="list-style-type: none"> <li>A Trustmont Advisory Group advisory relationship may charge you fees based on one of the following methods: 1. A percentage of assets under management; 2. Hourly fees; 3. Flat-rate fees.</li> </ul> <p>The amount paid to our firm and your financial professional generally does not vary based on the type of investments we select on your behalf. Fees are deducted from your account, thereby, reducing the value of your account. For fees charged on an hourly basis or flat rate, you may also have the option to pay your fees by invoice instead of having the fee deducted from your account.</p> <ul style="list-style-type: none"> <li>Some investments such as mutual funds impose additional fees that will reduce the value of your investment over time.</li> <li>Our fees vary and are negotiable. The amount you pay will depend, for example, on the services you receive and the amount of assets in your account. Please ask your Trustmont Advisory Group advisor about which type of advisory relationship is best for you.</li> </ul>

<p>and what kind of account you have with us.</p> <ul style="list-style-type: none"> <li>Depending on the type of account, you will pay additional fees, such as custodian fees, account maintenance fees, small account fees, account inactivity fees, termination fees, and/or account transfer fees.</li> <li>Brokerage representatives receive a portion of commissions in your account as compensation. Depending on your account, more transactions in your account may result in more fees we charge you. We may, therefore, have an incentive to encourage you to engage in transactions.</li> </ul>	<ul style="list-style-type: none"> <li>Trades in an advisory account do not impose a commission, but advisory trades may carry a ticket charge imposed by the custodian of your assets. Trustmont Advisory Group receives no portion of the ticket charge.</li> <li>Advisors receive a percentage of your advisory fees as compensation. Advisory fees are charged against your entire account, whether or not you purchase or sell a security. In certain circumstances, Trustmont Advisory Group may exempt a holding in an advisory account from being subject to advisory fees.</li> <li>Advisors may have an incentive to place you in an advisory account to generate advisory fees which could be more expensive than brokerage commissions.</li> </ul>
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**Brokerage vs. Advisory**

Ask your financial professional about whether a brokerage or advisory account best meets your needs. Depending on your needs, either a brokerage or advisory relationship may be more cost effective for you. You may be best served by having a combination of both types of accounts.

<p align="center"><b><i>Broker-Dealer Services</i></b> <b>Brokerage Accounts</b></p>	<p align="center"><b><i>Investment Adviser Services</i></b> <b>Advisory Accounts</b></p>
<ul style="list-style-type: none"> <li>A transaction-based fee brokerage account may cost less if you do not trade often or if you plan to buy and hold investments for longer periods of time.</li> </ul>	<ul style="list-style-type: none"> <li>An asset-based fee advisory account may cost more than a transaction-based fee account, but you may prefer an advisory account if you want continuing and ongoing advice or want someone to make investment decisions for you.</li> </ul>

**Our Obligations to You**

We must abide by certain laws and regulations in our interactions with you.

<p align="center"><b><i>Broker-Dealer Services</i></b> <b>Brokerage Accounts</b></p>	<p align="center"><b><i>Investment Adviser Services</i></b> <b>Advisory Accounts</b></p>
<ul style="list-style-type: none"> <li>We must act in your best interest and not place our interest ahead of yours when we recommend an investment or an investment strategy involving securities. When we provide any service to you, we must treat you fairly and comply with a</li> </ul>	<ul style="list-style-type: none"> <li>We are held to a fiduciary standard that covers our entire investment advisory relationship with you. For example, we are required to monitor your portfolio, investment strategy and investments on an ongoing basis.</li> </ul>

<p>number of specific obligations.</p> <ul style="list-style-type: none"> <li>• Our interests can conflict with your interests. When we provide recommendations, we must eliminate these conflicts or tell you about them and in some cases reduce them.</li> </ul>	<ul style="list-style-type: none"> <li>• Our interests can conflict with your interests. We must eliminate these conflicts or tell you about them in a way you can understand, so that you can decide whether or not to agree to them.</li> </ul>
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### **Conflicts of Interest**

In addition to advisory fees and brokerage commission, Trustmont receives other fees from your account that may create conflicts. Trustmont may receive an interest rebate of free cash balances in accounts held at our clearing firm. This interest rebate may create an incentive for us to leave large cash balances uninvested. Please ask your Trustmont professional to detail all conflicts that may influence how your account is managed. Certain products may pay your Trustmont professional a larger commission than other products, so please ask your financial professional to detail the commission to be received from the investment being recommended against other investments that may impose a lower commission.

### **Conversation Starters**

Please ask your Trustmont professional the below questions and any other question that is important to you.

- Given my financial situation, why should I choose an advisory account? Why should I choose a brokerage account? Should I choose both?
- Do the math for me. How much would I expect to pay per year for an advisory account? How much for a typical brokerage account? What would make those fees more or less? What services will I receive for those fees?
- What additional costs should I expect in connection with my account?
- Are you licensed to offer both a brokerage and an advisory account?
- Are there more investments available than those you are permitted to recommend to me?
- What is your relevant experience, including your licenses, education, and other qualifications?

### **Additional Information**

- For additional information about our brokers and services, visit [Investor.gov](http://Investor.gov), [brokercheck.finra.org](http://brokercheck.finra.org), [trustmontgroup.com](http://trustmontgroup.com), and your account agreement. For additional information on advisory services, see our Form ADV brochure on our website at [trustmontgroup.com](http://trustmontgroup.com), and any brochure supplement your financial professional provides.
- We have legal and disciplinary events. Visit [Investor.gov](http://Investor.gov) for a free and simple search tool to research our firm and our financial professionals.
- To report a problem to the SEC, visit [Investor.gov](http://Investor.gov) or call the SEC's toll-free investor assistance line at (800) 732-0330. To report a problem to FINRA, visit [finra.org](http://finra.org). If you have a problem with your investments, account or financial professional, contact us in writing at Trustmont Group, 200 Brush Run Road, Greensburg, PA 15601